



SAP® Business All-in-One

FABRICATED METAL PRODUCTS RESPOND TO CHANGE AND DELIVER QUALITY PRODUCTS ON TIME

For midsize manufacturers of fabricated metal products who want to enhance their operational excellence

The SAP® Business-All-in-One solution provides comprehensive industry-specific functionality to run the business efficiently.

Unlike many other solutions, SAP software supports best-business practices to help manufacturers adapt to changing markets and grow revenue with new product lines.

SAP Business All-in-One enables manufacturers to drive profitable growth and increase customer satisfaction.

| What can be improved? | How do I improve? | What does SAP® software enable? | What can I achieve? |
|--|---|---|---|
| #1 Grow revenue with new geographies or product lines; increase sales and service efficiency | Adapt to new laws, languages, and currencies; streamline order processing and fulfillment | Redesign of business processes; expansion of business solution functionality | <p>Operating metrics: Fewer errors; faster cycle times; less time to expand into new markets and products</p> <p>Financial results: Lower operating costs; reduced entry costs for new markets and products</p> |
| #2 Control production and volatile material costs; standardize product portfolio | Streamline operations and end-to-end business processes; automate routine tasks | Reduction of operational workload by providing alert-based decision-support functionality | <p>Operating metrics: Higher production throughput and capacity utilization; more productivity per employee</p> <p>Financial results: Lower production costs; higher margin through economies of scale</p> |
| #3 Manage business opportunities in changing market through partner network collaboration | Synchronize planning and execution across partners, sales units, plants, and customers | Control of and visibility into enterprise-wide business operations and performance | <p>Operating metrics: Shorter lead times; less time needed to integrate new facilities</p> <p>Financial results: Higher asset utilization; lower inventory and carrying costs</p> |

What can be improved?

How do I improve?

What does SAP software enable?

What can I achieve?

#4 Increase visibility across the supply chain; enhance analytics capability

Connect business processes with accurate data; integrate efficient reporting and analytics

Management information to efficiently control and run the business

Operating metrics: Less effort for financial analysis; greater visibility into operations and financials

Financial results: Reduced production costs; higher profitability by product and customer

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